



United Way of King County

[Learn More & Apply Here](#) >

# We're looking for an Corporate Relations Manager

Salary Range DOE: \$82,946 - \$87,312

### Here's a bit about what you'd be doing in this role:

- Generates corporate and grant revenue including corporate gifts, grants, sponsorships, and in-kind from a portfolio of 75-100+ partners.
- Develops, implements, and executes year-round partnership strategies to increase financial support for United Way of King County.
- Drafts high quality investment proposals to secure funding commitments from corporate social impact teams.
- Creates and revises annual program for new business development - identifies and creates best practices for acquisition across the Institutional Giving team.

### You'll be a great fit if you have a:

- Proven command of giving priorities and United Way offerings to find mutually beneficial funding matches.
- Demonstrated persuasive communication skills, both verbal and written, including public speaking skills.
- Committed team player with strong record of collaboration – able to work directly with company leaders and sometimes through United Way colleagues.
- Demonstrated strategic skills and fearless about approaching new contacts and skilled in holding volunteers accountable.
- Proven entrepreneurial abilities, and willing to try new approaches and refine when needed.

## > Our Values

### Unity

Standing together as a community for the good of our community

### Innovation

Trying out-of-the-box solutions to issues and partnering with agencies who do the same

### Integrity

Doing what's right for our community and the people in it, even in adverse or tense situations

## > Make an Impact

- Opportunities to work with smart, passionate, and enthusiastic team members and volunteers
- Ongoing collaboration with diverse staff and other constituents
- A desirable culture of high-performance expectations and accountability
- Exciting and challenging work Opportunities to help solve the community's toughest problems
- Competitive pay that is commensurate with demonstrated successful performance and experience

## Our Commitment to Racial Equity

We believe in collective action and putting people first. Having staff, volunteers and supportive community members who represent diverse backgrounds and experiences results in better service to our communities. We strive to create a welcoming and inclusive work environment where everyone can be their true and authentic selves.

Because of structural and systemic racism, we must face these root causes and racist systems that created these disparities head on. This work is a big part of every team member's role at United Way, and a variety of internal and external committees and working groups have been created with the goal of having a place for every employee to contribute to this work. Learn more about our [racial equity work](#).

## Some of Our Benefits



Medical, dental, vision + life insurance



32 Days of PTO (Incl. Holidays)



Subsidized Orca Card Transit Pass



403(b) retirement savings plan